

DDA Reg.

Central Intelligence Agency



Washington, D.C. 20505

85-2153/2

27 June 1985

45-1

Mr. Art Northrop  
Senior Member Technical Staff  
KOH Systems, Inc.  
164 Rollins Avenue, Suite 301  
Rockville, Maryland 20852

Attention: Mr. Art Northrop

Dear Mr. Northrop:

Your letter of 12 June 1985, with brochures, has been forwarded to this Office for action by Mr. Fitzwater. In order that the capabilities which your firm offers can be given the broadest exposure possible within the Agency, we would appreciate your completing and returning the enclosed Solicitation Mailing List Application and Certificate Pertaining to Foreign Interests to the address below:

Procurement Management Staff  
Office of Logistics  
Central Intelligence Agency  
Washington, D.C. 20505

Additional copies of your capabilities brochures would also be useful.

Thank you for offering your services to the Central Intelligence Agency.

Sincerely,



Chief  
Procurement Management Staff  
Office of Logistics

Enclosures

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REFERENCE

20 June 1985

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Mr. Art Northrop  
Senior Member Technical Staff  
KOH Systems, Inc.  
164 Rollins Avenue, Suite 301  
Rockville, Maryland 20852

Dear Art,

Nice to hear from you and was surprised to see that you are back in the EW business. I would think it would be more fun than real estate. However, with the lowering of the "prime" that business may pick up.

With regard to KOH Systems, Inc., I have sent the brochure and your letter to the Office of Logistics. If we have a requirement in your area, I am sure you will hear from them.

Looking forward to seeing you at the VQ reunion and cocktail party.

Warm regards,

/s/ Harry

Harry E. Fitzwater  
Deputy Director  
for  
Administration

DDA/HEFitzwater:rf (20 June 85)  
Distribution:

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**KOH SYSTEMS, INC.**

164 Rollins Avenue, Suite 301  
Rockville, Maryland 20852

Tel.: (301) 231-0033

June 12, 1985

95-2183

Central Intelligence Agency  
Attn: Mr. Harry E. Fitzwater  
Washington, D.C. 20505

Dear Harry:

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Once again I have joined the fast track, EW Business World. The year in Real Estate was rewarding, but not much satisfaction of a "Job Well Done." At KOH I'm with the Telecommunications Division.

KOH is a minority, women-owned small business that is 8(a) certified which is a unique position in today's competitive business world. As you probably know, 8(a)'s have many advantages that larger companys do not enjoy, such as sole-source contract awards with no justification required.

If you do not have a need for our services, at this time, would you kindly pass this information on to someone in your organization who might. Please feel free to call Mr. John Henry or me at any time at (703) 734-0181.

See you at the VQ Reunion.

Very truly yours,

A handwritten signature in black ink, appearing to read "Art", with a long, sweeping horizontal stroke extending to the right.

Art Northrop  
Senior Member Technical Staff

AN/jm

Enclosure